

Published by Ministry of Government Services
Printed by J. C. Thatcher, Queen's Printer for Ontario

How to sell printing to the Ontario Government.

Government
Publications

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The Minister of Government Services
cordially invites your interest and suggests
that you direct inquiries to:

Director, Printing Services Branch
Marketed Services Division
Ministry of Government Services
Ferguson Block, Queen's Park
TORONTO, Ontario
M7A 1N8

Telephone: (416) 965-2069

The Printing Services Branch markets
printing and graphic arts advisory services
to all provincial government agencies. In
addition, this branch procures printed
matter as requested.



Ontario

Ministry of
Government
Services



What are the functions of the Printing Services Branch?

1. To encourage modern purchasing and marketing practices in the supply of graphic arts services for Ontario Government requirements.
2. To arrange for artistic and technical skills and services for provincial government agencies.
3. To maintain consistency in setting related prices and standards.
4. To continue to improve the quality of Ontario Government publications.
5. To act as an agent between commercial printers and graphic arts suppliers and their potential user agencies within the provincial government.

Does this involve you or your company?

There are approximately 1200 graphic arts suppliers (including printers, trade houses, artists and designers) throughout Ontario on our list. New suppliers are added constantly. You may offer your services by contacting the Printing Services Branch and submitting appropriate details describing the

services you provide, your operating capacities and plant facilities.

How is the supplier evaluated?

A supplier is evaluated on the strength of competitive price, service and quality of his product.

Should a prospective supplier make a business call on the government?

By all means, yes. Business calls are always welcome. The Printing Services Branch encourages any supply suggestions that will help serve the public interest and give full value for each tax dollar spent.

Purchasing Policy:

1. To encourage free and competitive enterprise in the market place and give all qualified suppliers an equal opportunity to compete for the Government's business.
2. To procure goods and services as economically as possible, while giving full consideration to quality, availability and service.
3. To give preference to "Made in Canada" products.

ucts, while looking to Ontario suppliers to exercise their natural competitive advantages in terms of transportation, sales and service proximity, etc.

4. To purchase Government requirements by inviting qualified suppliers to tender on specific items wherever possible.
5. To increase sources of supply and improve price competition by purchasing wherever possible according to specifications approved by both Government and trade associations.
6. To recognize and give considerations to product improvements and new developments in purchasing techniques.

Tendering:

The Printing Services Branch invites tenders for jobs over \$1000. This ensures equitable distribution of business opportunities throughout the province. On business forms, *all* suppliers listed are asked to bid.

We feel that all Ontario graphic arts industry suppliers should have an equal opportunity to bid on work for the Ontario Government.

